A3940-1.6 M

College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 1 February 1989

SOUTHWESTERN REGION (SWPA)

American Graduate School of International Management - Thunderbird
Arkansas College
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
Pan American University
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1988, and August 31, 1989. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (January 9, 1989, through February 3, 1989) and cumulatively (September 1, 1988, and February 3, 1989).

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BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 1/9/89 THROUGH 2/3/89

CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
BUSINESS														
ACCOUNTING	97	561	$25372	$25166	$27000	$25500	$24000	233	1331	$24949	$24690	$27000	$25000	$23000
BUSINESS ADMIN (INCL MGMT	10	155	22890	23342	*	*	*	32	330	22219	22070	26506	20850	17000
DISTRIBUTION MANAGEMENT	+	26	+	24480				1	36	19875	24363	*	*	*
ECONOM & FINANCE (BANKING	16	85	24987	23074	*	*	*	68	253	23447	22966	27000	24000	18000
HOTEL/RESTAURANT MGMT.	+	13	+	21154				3	64	22533	19737	*	*	*
HUMAN RSRCS (incl LABOR R	+	11	+	20036				3	23	19133	21538	*	*	*
MANAGEMENT INFO SYSTEMS	16	51	27044	27689	*	*	*	35	138	25946	26626	30000	25000	23500
MARKETING/MARK MGMT (RESR	26	125	23727	22395	27000	23500	20000	50	322	22191	21989	25800	22650	18000
REAL ESTATE	+	+	+	+				2	6	16863	22788	*	*	*
COMMUNICATIONS														
ADVERTISING	+	1	+	17000				1	10	18700	19249	*	*	*
COMMUNICATIONS	+	20	+	21027				5	60	18750	20041	*	*	*
JOURNALISM	+	5	+	20632				1	28	18000	18696	*	*	*
TELECOMMUN/BROADCASTING	+	2	+	14600				+	7	+	13711			
EDUCATION														
ELEMENTARY EDUCATION	+	18	+	15607				8	76	18656	17231	*	*	*
PRE-ELEMENTARY EDUCATION	+	1	+	14400				+	4	+	13090			
PHYSICAL EDUCATION	+	+	+	+				1	8	18700	19759	*	*	*
SPECIAL EDUCATION	+	6	+	18183				3	19	21467	19705	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	1	+	20000				+	11	+	17045			
TEXTILES & CLOTHING	+	+	+	+				2	11	12720	16924	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	3	+	18167			
HUMANITIES														
FOREIGN LANGUAGES	+	1	+	21120				+	9	+	19813			
LETTERS (incl English, Li	+	2	+	21150				1	30	24000	19288	*	*	*
VISUAL & PERFORMING ARTS	+	1	+	29000				1	17	15450	15340	*	*	*
HUMANITIES - OTHER	+	2	+	18516				+	22	+	22739			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	1	+	20004				3	17	15083	19497	*	*	*
HISTORY	+	3	+	21167				+	9	+	18402			
POLITICAL SCIENCE/GOVT	+	1	+	17000				+	18	+	19580			
PSYCHOLOGY	+	7	+	19611				2	38	16489	17450	*	*	*
SOCIOLOGY	+	2	+	15700				+	14	+	19009			
SOCIAL SCIENCES-OTHER	+	2	+	14935				1	25	21378	18752	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	13	+	28322				15	40	27592	28432	*	*	*
AGRICULTURAL	+	+	+	+				1	3	19000	19787	*	*	*
ARCHITECTURAL	+	+	+	+				1	5	27720	22375	*	*	*
BIOENGINEERING & BIOMEDIC	+	1	+	28800				1	4	24300	28315	*	*	*
CHEMICAL	13	100	33154	32503	*	*	*	46	214	32974	32435	35230	33148	31200
CIVIL	1	47	21372	26758	*	*	*	17	157	24059	25742	*	*	*
COMPUTER	3	21	27900	29753	*	*	*	8	41	27212	29241	*	*	*
ELECTRICAL/ELECTRONIC	5	132	31200	30416	*	*	*	73	392	29347	29869	33000	30000	25000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 1/3/89 THROUGH 2/3/89

CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
ENGINEERING (continued)														
INDUSTRIAL	+	40	+	$29320				8	83	$27263	$28872	*	*	*
MECHANICAL	7	150	$30514	30189	*	*	*	83	438	29964	29902	$34000	$30000	$26400
METALLURGICAL	+	+	+	+				+	9	+	29666			
MINING (INCL GEOLOGICAL)	+	+	+	+				+	2	+	24936			
NUCLEAR	+	+	+	+				+	1	+	30000			
PETROLEUM	+	5	+	33460				25	36	29331	30227	34620	27600	24960
TEXTILE	+	+	+	+				+	3	+	27333			
ENGINEERING TECHNOLOGY	2	16	21060	25910	*	*	*	17	97	25340	28423	*	*	*
INDUSTRIAL TECHNOLOGY	+	1	+	15000				1	12	25000	25393	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	8	+	24978				+	23	+	21820			
ANIMAL SCIENCES	+	+	+	+				+	5	+	19380			
PLANT SCIENCES	+	2	+	16890				+	5	+	17656			
NATURAL RESOURCES	+	+	+	+				+	1	+	22800			
OTHER AGRICULTURAL SCIENC	+	8	+	23088				+	15	+	21811			
COMPUTER SCIENCE														
COMPUTER SCIENCE	5	62	28338	28117	*	*	*	11	214	25959	27074	*	*	*
COMPUTER PROGRAMMING	+	2	+	25100				3	21	23959	26212	*	*	*
INFORMATION SCIENCES & SY	+	12	+	27325				3	42	24888	25958	*	*	*
SYSTEMS ANALYSIS	+	+	+	+				2	7	25550	28228	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	+	1	+	23040				+	40	+	23880			
HEALTH SCIENCES	+	3	+	18317				2	20	22613	18067	*	*	*
NURSING	+	6	+	21172				3	79	20747	23101	*	*	*
PHARMACY	+	+	+	+				+	50	+	36583			
SCIENCES														
ACTUARIAL	+	+	+	+				+	5	+	31560			
ARCHITECTURAL & ENVIRONME	+	+	+	+				1	10	23400	23592	*	*	*
BIOLOGICAL	+	+	+	+				1	13	17700	18930	*	*	*
CHEMISTRY	+	6	+	32583				+	26	+	27010			
GEOLOGY & GEOLOGICAL SCI	+	+	+	+				1	3	15000	22720	*	*	*
MATHEMATICS	+	3	+	28100				1	36	27500	23554	*	*	*
PHYSICS	+	5	+	26000				+	5	+	26000			
OTHER PHYSICAL & EARTH SC	+	8	+	23160				+	11	+	22655			
TOTALS	201	1755						780	5107					

* Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 1/9/89 THROUGH 2/3/89

CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES* 90TH	PERCENTILES* 50TH	PERCENTILES* 10TH
FINANCE														
ACCOUNTING (PUBLIC)	87	477	$25545	$25393	$27000	$25500	$24000	188	1109	$25153	$24911	$27000	$25150	$23500
ACCOUNTING (PRIVATE)	13	84	24334	23726	*	*	*	57	230	24056	23110	25355	24500	23000
COMMERCIAL BANKING (CNSMR	1	14	15900	21565	*	*	*	2	40	21450	21552	*	*	*
COMMERCIAL BANKING (LENDG	2	11	25750	22264	*	*	*	4	25	25875	21036	*	*	*
INVESTMT BANKING (CORP FN	+	2	+	23350				2	9	27800	23367	*	*	*
INVESTMT BANKNG (M & A)	+	+	+	+				+	1	+	34200			
INVESTMT BANKG (REAL EST)	+	1	+	16700				1	4	16000	17175	*	*	*
INVESTMT BANKG (SALES & T	+	+	+	+				1	3	17500	20835	*	*	*
FINANCIAL/TREASURY ANALYS	6	25	23214	24839	*	*	*	17	79	22433	23841	*	*	*
PORTFOLIO MGMT/BROKERAGE	+	4	+	20050				+	9	+	22522			
UNDERWRITING	+	5	+	22076				4	21	20614	21197	*	*	*
MARKETING														
ADVERTISING	+	3	+	18333				+	10	+	16952			
BRAND/PRODUCT MANAGEMENT	+	19	+	25687				3	58	23000	23900	*	*	*
BUYER/MERCHANDISING	1	22	24000	24442	*	*	*	10	69	21887	22453	*	*	*
MARKET RESEARCH	+	10	+	22392				2	26	21250	21805	*	*	*
SALES	16	124	24647	23207	*	*	*	30	330	23647	22680	27000	24000	17500
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	+	+	+				+	14	+	23598			
MEDIA PLANNING	+	1	+	17000				+	8	+	18281			
ON-AIR REPORTING	+	1	+	16000				+	2	+	18000			
PRODUCTION	+	3	+	17733				+	10	+	19020			
PUBLIC RELATIONS	+	8	+	22378				2	33	15750	18894	*	*	*
WRITING / EDITING	+	2	+	13080				2	18	18637	15843	*	*	*
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	1	19493	19493	*	*	*	2	8	18930	17172	*	*	*
FINANC,TAXA, MONETARY POL	+	7	+	22086				5	16	20855	21192	*	*	*
ECONOMIC PROGRAMS	+	1	+	15000				2	4	17984	17992	*	*	*
LAW ENFORCEMENT	+	1	+	20004				+	22	+	20526			
MILITARY	+	15	+	20483				13	47	22588	21148	*	*	*
NATIONAL SECURITY	+	2	+	25409				1	6	19654	19901	*	*	*
URBAN / REGIONAL PLANNING	+	+	+	+				1	3	15000	21160	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	25	+	25147				1	43	18700	23824	*	*	*
COUNSELING	+	1	+	17000				1	13	15500	16322	*	*	*
FUNDRAISING / DEVELOPMENT	+	+	+	+				+	1	+	23500			
SOCIAL WORK	+	+	+	+				5	13	17771	19008	*	*	*
ENGINEERING														
BIOENGINEERING	+	5	+	32256				1	7	24300	29511	*	*	*
DESIGN / CONSTRUCT	5	88	28270	28626	*	*	*	75	302	28754	28184	33500	30000	22560
ENVIRONMENTAL/SANITATION	+	4	+	27032				3	31	23999	26923	*	*	*
MANUFACTURING/INDUSTRIAL	4	141	28510	30153	*	*	*	43	399	29408	29979	33000	30000	25800
SYSTEMS / PROGRAMMING	4	24	28440	29605	*	*	*	9	61	28251	29605	*	*	*
POWER SYSTEMS	1	19	32000	29616	*	*	*	3	38	26667	29293	*	*	*
SOFTWARE DESIGN & DEVELOP	1	18	32500	29044	*	*	*	7	57	28471	29191	*	*	*

continued

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
HARDWARE DESIGN & DEVELOP	+	6	+	$29145				16	41	$30558	$30039	*	*	*
RESEARCH & DEVELOPMENT	8	44	$32243	30595	*	*	*	41	132	30119	29807	$33000	$31200	$25000
TESTING	+	15	+	28306				18	60	27178	27305	*	*	*
PROCESS ENGINEERING	6	133	32863	31503	*	*	*	58	288	31535	31273	36000	32652	25200
OTHER ENGINEERING	2	19	32010	30170	*	*	*	2	70	32010	30088	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	16	76	27525	27583	*	*	*	36	200	26547	26336	29220	27240	24000
INFORMATION SYSTEMS	2	33	26512	28521	*	*	*	7	110	23718	26971	*	*	*
SYSTEMS ANALYSIS & DESIGN	1	18	30492	27868	*	*	*	9	80	24944	27153	*	*	*
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	3	+	23413				1	11	40027	27688	*	*	*
AGRICULTURE/NAT'L RESOURC	+	14	+	23860				1	24	19000	22467	*	*	*
ARCHITECTURE	+	1	+	30000				1	18	23400	22399	*	*	*
CONSULTING	4	36	27850	27705	*	*	*	12	95	27906	26041	*	*	*
HUMAN RESRCS /INDUS RELS	2	13	25751	22425	*	*	*	7	52	21591	22261	*	*	*
MANAGEMENT TRAINEE	16	130	22730	21523	*	*	*	54	385	21792	21050	28000	20750	18000
MATH/STATISTICIANS	+	+	+	+				+	7	+	20877			
NURSES / PERSONAL CARE	+	6	+	19830				3	76	20747	23097	*	*	*
OTHER HEALTH RELATED (EX	2	8	21120	21633	*	*	*	3	121	21822	27804	*	*	*
PARALEGAL	+	+	+	+				+	2	+	20460			
PERFORMING ARTS (ENTERTAI	+	+	+	+				+	3	+	15000			
RESEARCHERS NON-TECHNICAL	+	+	+	+				+	5	+	22552			
RESEARCHERS - TECHNICAL	+	+	+	+				+	10	+	20115			
TEACHING	+	32	+	16736				14	138	19129	18036	*	*	*
TOTALS	201	1755						780	5107					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

SWPA REGIONAL Report No. 1 FEBRUARY 1989

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	3	25	$26333	$26952	*	*	*	11	57	$28214	$26672	*	*	*
MBA--NON-TECH	22	30	31057	30332	$36000	$30000	$28500	41	76	30889	30672	$36000	$30000	$26000
MBA--TECH	+	8	+	34000				+	14	+	35529			
MS-BUSINESS	+	1	+	32000				5	12	25700	29042	*	*	*
DISTRIBUTION MANAGEMENT	+	1	+	30900				+	1	+	30900			
ECONOMICS & FINANCE (BANK	+	4	+	25625				+	28	+	34443			
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	+	+	+	+				1	3	26400	28133	*	*	*
MANAGEMENT INFORMATION SY	+	+	+	+				3	11	30533	28055	*	*	*
MARKETING/MKTNG MGT (RESE	+	2	+	24650				1	11	22500	29800	*	*	*
MERCHANDISING MANAGEMENT	+	1	+	21000				+	1	+	21000			
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	+	+	+			
COMMUNICATIONS	+	+	+	+				+	+	+	+			
JOURNALISM	+	+	+	+				+	+	+	+			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				2	4	23000	19750	*	*	*
ELEMENTARY EDUCATION	+	1	+	19000				+	2	+	18000			
PHYSICAL EDUCATION	+	+	+	+				+	+	+	+			
READING EDUCATION	+	+	+	+				+	+	+	+			
SPECIAL EDUCATION	+	+	+	+				+	5	+	22776			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	1	+	23107			
LETTERS	+	+	+	+				+	2	+	23250			
VISUAL & PERFORMING ARTS	+	+	+	+				+	1	+	23000			
HUMANITIES - OTHER	+	+	+	+				+	+	+	+			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	+	+	+				+	2	+	19863			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	16500			
SOCIOLOGY	+	+	+	+				+	1	+	32000			
SOCIAL SCIENCES - OTHER	+	+	+	+				1	5	24096	19427	*	*	*

continued

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	+	+	+				+	1	+	$33280			
AGRICULTURAL	+	+	+	+				+	+	+	+			
BIOENGINEERING & BIOMEDIC	+	2	+	$32500				+	2	+	32500			
CHEMICAL	+	7	+	34800				1	10	$29199	34520	*	*	*
CIVIL	+	2	+	27746				1	13	27500	28134	*	*	*
COMPUTER	+	5	+	32352				2	9	31200	32129	*	*	*
ELECTRICAL/ELECTRONIC	3	13	$36500	34694	*	*	*	13	38	36361	34962	*	*	*
INDUSTRIAL	+	+	+	+				4	4	33650	33650	*	*	*
MECHANICAL	+	15	+	34071				2	27	32400	34051	*	*	*
METALLURGICAL	+	3	+	34307				+	7	+	32934			
MINING & MINERAL	+	+	+	+				1	2	32000	33000	*	*	*
NUCLEAR	+	+	+	+				+	+	+	+			
PETROLEUM	+	3	+	33400				6	9	44012	40475	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	+	2	+	27500				1	10	31200	33689	*	*	*
COMPUTER SCIENCE	+	+	+	+				1	1	32438	32438	*	*	*
INFORMATION SCIENCES & SY	+	+	+	+				+	+	+	+			
SYSTEMS ANALYSIS	+	+	+	+				+	1	+	28800			
HEALTH SCIENCES														
ALLIED HEALTH	+	2	+	32000				+	4	+	27428			
HEALTH SCIENCES	+	4	+	21965				1	6	24000	21143	*	*	*
NURSING	+	+	+	+				+	1	+	25000			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	+	+	+				+	1	+	23000			
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	3	+	22905			
CHEMISTRY	+	+	+	+				+	6	+	31917			
GEOLOGY & RELATED GEOLOGI	+	1	+	34800				4	18	31000	28978	*	*	*
MATHEMATICS (INCL ACTUARI	+	1	+	33000				1	8	30000	29764	*	*	*
PHYSICS	+	+	+	+				+	1	+	32016			
POLYMER	+	4	+	30330				+	4	+	30330			
TOTALS	28	137						103	425					

Master's Degree Candidates - Experience [1]

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

INTERIM PERIOD 1/9/89 THROUGH 2/3/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	9	18	$28799	$33909	*	*	*
MBA--TECH	+	5	+	46060			
OVER 2 TO 4 YEARS							
MBA--NON-TECH	5	12	30772	34822	*	*	*
MBA--TECH	+	16	+	45944			
OVER 4 YEARS							
MBA--NON-TECH	14	19	34250	35211	*	*	*
MBA--TECH	1	8	33600	43950	*	*	*
TOTALS	29	78					

CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS							
MBA--NON-TECH	18	41	$30200	$32004	*	*	*
MBA--TECH	1	8	18726	36628	*	*	*
OVER 2 TO 4 YEARS							
MBA--NON-TECH	16	37	34644	35612	*	*	*
MBA--TECH	+	16	+	45944			
OVER 4 YEARS							
MBA--NON-TECH	17	44	35618	37714	*	*	*
MBA--TECH	2	14	42800	43507	*	*	*
	54	160					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 1/9/89 THROUGH 2/3/89							CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	+	+	+				+	2	+	$57250			
EDUCATION														
EDUCATION ADMINISTRATION	+	+	+	+				+	3	+	41700			
HUMANITIES & SOCIAL SCIENCES														
ECONOMICS	+	+	+	+				+	+	+	+			
ENGLISH	+	+	+	+				+	1	+	20000			
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	+	+	+				+	2	+	23500			
SOCIOLOGY	+	+	+	+				+	+	+	+			
ENGINEERING														
AEROSPACE	+	+	+	+				+	+	+	+			
CHEMICAL	+	7	+	$42063				4	14	$46902	44511	*	*	*
CIVIL	+	1	+	31200				+	2	+	31200			
COMPUTER	+	1	+	57000				+	1	+	57000			
ELECTRICAL/ELECTRONIC	+	3	+	41333				+	6	+	39817			
MECHANICAL	+	+	+	+				+	+	+	+			
METALLURGICAL	+	+	+	+				1	1	49200	49200	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	+	+	+				+	+	+	+			
BIOLOGICAL	+	+	+	+				+	+	+	+			
CHEMISTRY	+	4	+	41745				1	10	33000	41588	*	*	*
GEOLOGICAL SCIENCES	+	+	+	+				+	1	+	36000			
MATHEMATICS	+	+	+	+				+	+	+	+			
PHYSICS	+	2	+	43500				+	2	+	43500			
POLYMER	+	2	+	42900				+	2	+	42900			
TOTALS	+	20						6	47					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
ACCOUNTING	25334 189 31105/23500			28500 1					22500 1
BUSINESS ADMIN (INCL MGMT	28533 3								15900 1
ECONOM & FINANCE (BANKING	21305 4			26000 8	26000 1	25355 2	17000 1	23000 1	20940 5
MANAGEMENT INFO SYSTEMS	26000 2					29714 4	26030 5		
MARKETING/MARK MGMT (RESR							30000 1		19000 1
COMMUNICATIONS									14250 1
LETTERS (incl English, Li							24000 1		
CHEMICAL								31200 1	
CIVIL								25200 1	
ELECTRICAL/ELECTRONIC	26250 2					29750 2	32500 1		
INDUSTRIAL	26000 1								
MECHANICAL								28000 1	
ENGINEERING TECHNOLOGY								20800 1	
MATHEMATICS	27500 1								

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	HOSPITALITY(AM		HOSPITALITY(HO		INSURANCE		LEGAL SVCS	MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER	PUBLISHING		REAL ESTATE	
ACCOUNTING	24000	1														
BUSINESS ADMIN (INCL MGMT	18150	2	25556	1	27409	3		18500	5	23000	1					
ECONOM & FINANCE (BANKING	24491	3	19200	1	20129	2		21399	5							
HUMAN RSRCS (incl LABOR R					18000	1		19500	1							
MANAGEMENT INFO SYSTEMS			18000	1	25000	2		19000	1							
MARKETING/MARK MGMT (RESR	19000	2	18200	3				21501	12				19500	1	35000	1
ADVERTISING								18700	1							
COMMUNICATIONS	23000	1						26000	1						13500	1
TEXTILES & CLOTHING								12720	2							
COMPUTER PROGRAMMING					24000	1										
SYSTEMS ANALYSIS								27100	1							
NURSING										15000	1					

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING						22984 6	21249 8	19278 1	
BUSINESS ADMIN (INCL MGMT				19392 4	21000 1	19236 4			20000 1
DISTRIBUTION MANAGEMENT						19875 1			
ECONOM & FINANCE (BANKING				25500 2		16821 3	15000 1		
HOTEL/RESTAURANT MGMT.				21600 1		18000 1			
MANAGEMENT INFO SYSTEMS				27480 1	23000 1	20750 2			
MARKETING/MARK MGMT (RESR				24000 1	13273 1	16741 4			22413 3
REAL ESTATE						18726 1	15000 1		
JOURNALISM					18000 1				
ELEMENTARY EDUCATION					18656 8				
SPECIAL EDUCATION					21467 3				
VISUAL & PERFORMING ARTS					15450 1				
CRIMINAL JUSTICE						17248 1	18000 1		
PSYCHOLOGY							16489 2		
AEROSPACE & AERONAUTICAL						26084 3			
AGRICULTURAL							19000 1		
BIOENGINEERING & BIOMEDIC						24300 1			
CHEMICAL						26500 2			
CIVIL		24912 3				20763 5	24405 3		
COMPUTER						24600 1	23000 1		
ELECTRICAL/ELECTRONIC			27000 2			22714 7			
INDUSTRIAL			26000 1			24000 1			
MECHANICAL						20500 1			

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
PETROLEUM						28500 4			
ENGINEERING TECHNOLOGY		27000 2					21320 1		
COMPUTER SCIENCE						25200 1			12000 1
COMPUTER PROGRAMMING						17878 1			
HEALTH SCIENCES								23225 1	22000 1
NURSING								23620 2	
BIOLOGICAL					17700 1				
GEOLOGY & GEOLOGICAL SCI		15000 1							

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ECONOM & FINANCE (BANKING					23901 9	23000 1			26500 1
HOTEL/RESTAURANT MGMT					28000 1				
HUMAN RSRCS (incl LABOR R					19900 1				
MANAGEMENT INFO SYSTEMS					24300 4			24000 1	30480 1
MARKETING/MARK MGMT (RESR									24102 4
COMMUNICATIONS						17000 1			
PHYSICAL EDUCATION				18700 1					
CRIMINAL JUSTICE			10000 1						
SOCIAL SCIENCES-OTHER			21378 1						
AEROSPACE & AERONAUTICAL					27969 12				
ARCHITECTURAL								27720 1	
CHEMICAL								31200 1	33148 32 36000/32400
CIVIL								26407 5	
COMPUTER					26000 1				
ELECTRICAL/ELECTRONIC					29080 16		29400 1	27000 2	32875 4
MECHANICAL					28362 22 33300/25200		29783 6	30325 4	31800 13
ENGINEERING TECHNOLOGY					20000 1			22200 1	
COMPUTER SCIENCE					26190 4				
COMPUTER PROGRAMMING					30000 1				
ARCHITECTURAL & ENVIRONME					23400 1				

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS		ELECTR & ELECT		FOOD & BEVERAG		HOUSEHOLD & PE	METALS & METAL		MINING	PACKAGING & AL	PAPER & WOOD P		PETROLEUM & AL	
ACCOUNTING	19475	2												24325 25000/23000	24
BUSINESS ADMIN (INCL MGMT														25579	5
ECONOM & FINANCE (BANKING	24150	2												25654	16
MANAGEMENT INFO SYSTEMS	24000	1												28049	9
MARKETING/MARK MGMT (RESR	21600	1	23400	2	23725	6								25800	6
CHEMICAL														34068	10
COMPUTER	30200	2												27900	3
ELECTRICAL/ELECTRONIC	31204	15	29192	14	32000	1		36000	1					33000	2
INDUSTRIAL	27300	1												25000	1
MECHANICAL	29433	3	29125	8	28800	1		30000	1			31200	1	31512 36768/27600	20
PETROLEUM														29490 49200/25200	21
ENGINEERING TECHNOLOGY	28350	2			32400	1								27853	3
COMPUTER SCIENCE	28800	2												28664	3
INFORMATION SCIENCES & SY	22902	2												28860	1
SYSTEMS ANALYSIS														24000	1

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BUSINESS ADMIN (INCL MGMT			26506 1			
MARKETING/MARK MGMT (RESR						22000 1
ELECTRICAL/ELECTRONIC			31312 3			
INDUSTRIAL			29933 3			
MECHANICAL		30000 1	29600 1			
ENGINEERING TECHNOLOGY			23960 5			
INDUSTRIAL TECHNOLOGY			25000 1			

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
BACHELOR - NON TECHNICAL	25308 198 34100/23500			26278 9	26000 1	28261 6	25144 8	23000 1	19594 9
BACHELOR - TECHNICAL	26500 4					29750 2	32500 1	26300 4	

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
BACHELOR - NON TECHNICAL	21641 9	19559 6	23811 8		20219 28 26000/15996	23000 1		19500 1	24250 2
BACHELOR - TECHNICAL			24000 1		27100 1	15000 1			

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL				22405 9	19023 16	19462 23 26400/16000	19305 13	19278 1	21810 4
BACHELOR - TECHNICAL		23956 6	26667 3		17700 1	23872 27 35052/19654	22756 6	23488 3	17000 2

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL			15689 2	18700 1	24014 15	20000 2		24000 1	25565 6
BACHELOR - TECHNICAL					28087 58 33900/24342		29729 7	27747 14	32768 49 36000/30240

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	22142 6	23400 2	23725 6						25490 60 34000/24000
BACHELOR - TECHNICAL	29784 27 35400/27300	29168 22 35000/27000	31067 3		33000 2			31200 1	30574 65 49200/25000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
BACHELOR - NON TECHNICAL			26506 1			22000 1
BACHELOR - TECHNICAL		30000 1	27549 13			

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	FINANCE
MBA--NON-TECH	29747 15			31150 8		30960 1	36800 1	34333 3	
MBA--TECH									

CURRICULUM	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING	REAL ESTATE
MBA--NON-TECH		21000 1						33000 1	
MBA--TECH									

CURRICULUM	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	OTHER SERVICE	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH									
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH						37200 1	36000 1		
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	38400 1	30300 2			25800 2				28833 3
MBA--TECH									

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI
MBA--NON-TECH				36000 1		
MBA--TECH						

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	25306 183 31105/23750	23867 43 27500/23000							28500 1
BUSINESS ADMIN (INCL MGMT	21863 2		15900 1						17200 1
ECONOM & FINANCE (BANKING	17619 2	24640 13	27000 1	25875 4	27800 2		16000 1	17500 1	22739 13
MANAGEMENT INFO SYSTEMS		24622 1							
MARKETING/MARK MGMT (RESR	18726 1								25800 1
COMMUNICATIONS									14250 1

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BUSINESS ADMIN (INCL MGMT		21100 2				20000 1	15000 1		
DISTRIBUTION MANAGEMENT					19875 1				
ECONOM & FINANCE (BANKING		20129 2		24750 2	23882 6	22500 1	22249 4		
HUMAN RSRCS (incl LABOR R				19500 1					
MARKETING/MARK MGMT (RESR					18500 2		23850 21 35000/21600		
ADVERTISING					18700 1				
COMMUNICATIONS							21500 2		
MECHANICAL							30780 2		

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
ACCOUNTING						20855 5			
BUSINESS ADMIN (INCL MGMT					18930 2				19362 2
ECONOM & FINANCE (BANKING							18720 1		
MARKETING/MARK MGMT (RESR				13273 1					15000 1
REAL ESTATE									18726 1
COMMUNICATIONS			13500 1						
JOURNALISM			18000 1						
LETTERS (incl English, Li				24000 1					
CRIMINAL JUSTICE							17248 1		
AEROSPACE & AERONAUTICAL									21600 2
CHEMICAL									26500 2
ELECTRICAL/ELECTRONIC									23667 3
PETROLEUM									27000 2

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
PHYSICAL EDUCATION			18700 1						
CRIMINAL JUSTICE						14000 2			
PSYCHOLOGY				15500 1		17478 1			
SOCIAL SCIENCES-OTHER						21378 1			
AEROSPACE & AERONAUTICAL								27736 4	
ARCHITECTURAL								27720 1	
BIOENGINEERING & BIOMEDIC							24300 1		
CHEMICAL								33446 7	28000 1
CIVIL								23974 12	21998 2
ELECTRICAL/ELECTRONIC	19654 1							29920 24 33900/27000	
INDUSTRIAL								24000 1	
MECHANICAL								30492 19	
PETROLEUM								29000 3	
ENGINEERING TECHNOLOGY								21920 4	
HEALTH SCIENCES						22000 1			
GEOLOGY & GEOLOGICAL SCI		15000 1							

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
ACCOUNTING						23000 1			
ECONOM & FINANCE (BANKING	25800 1								
AEROSPACE & AERONAUTICAL						29148 7	27852 2		
CHEMICAL	33508 5					32386 11		33901 19	33780 1
CIVIL	25158 2								
COMPUTER		27900 3		23000 1		30999 1			
ELECTRICAL/ELECTRONIC	29684 6	29400 1	26667 3	29383 6	31267 11	31650 6	29329 7	25200 1	
INDUSTRIAL	28633 3					28600 2		25000 1	
MECHANICAL	29734 23 34000/27680	29290 4			29433 3	31612 5	26025 8	31125 18	30240 1
PETROLEUM	25200 1					30510 2		29768 17	
ENGINEERING TECHNOLOGY	22800 1				28350 2	25733 6	20000 1	34200 2	
INDUSTRIAL TECHNOLOGY	25000 1								
COMPUTER SCIENCE		24000 1							

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BUSINESS ADMIN (INCL MGMT				40027 1			30300 2	25751 2	21947 14
ECONOM & FINANCE (BANKING		23500 2					37472 1		22736 11
HOTEL/RESTAURANT MGMT.									22533 3
HUMAN RSRCS (incl LABOR R								18950 2	
MANAGEMENT INFO SYSTEMS	25867 19	23805 5	25375 4					23000 1	25896 5
MARKETING/MARK MGMT (RESR	29500 2							15738 1	21217 18
REAL ESTATE									15000 1
COMMUNICATIONS								23000 1	
TEXTILES & CLOTHING									12720 2
AGRICULTURAL					19000 1				
CIVIL							27000 1		
COMPUTER	25300 2		29400 1						
ELECTRICAL/ELECTRONIC							26375 4		
INDUSTRIAL							26000 1		
ENGINEERING TECHNOLOGY							20800 1		
COMPUTER SCIENCE	27009 7		21246 2				30000 1		
COMPUTER PROGRAMMING	23959 3								
INFORMATION SCIENCES & SY	24888 3								
SYSTEMS ANALYSIS			25550 2						
ARCHITECTURAL & ENVIRONME						23400 1			
MATHEMATICS							27500 1		

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BUSINESS ADMIN (INCL MGMT								21000 1
MARKETING/MARK MGMT (RESR			21120 2					
ELEMENTARY EDUCATION								18656 8
SPECIAL EDUCATION								21467 3
VISUAL & PERFORMING ARTS								15450 1
HEALTH SCIENCES			23225 1					
NURSING		20747 3						
BIOLOGICAL								17700 1

AVERAGE SALARY OFFERS FEBRUARY 1989 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/88 THROUGH 2/3/89

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	25153 188 31105/23500	24056 57 27500/23000	21450 2	25875 4	27900 2		16000 1	17500 1	22433 17
BACHELOR - TECHNICAL									

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	MARKET RESEARC	SALES	DESIGN/GRAPHIC	MEDIA PLANNING
BACHELOR - NON TECHNICAL		20614 4		23000 3	21887 10	21250 2	23138 28 35000/17500		
BACHELOR - TECHNICAL							30780 2		

CURRICULUM	ON-AIR REPORTI	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT	EXECUTIVE, LEG	FINANC,TAXA, M	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY
BACHELOR - NON TECHNICAL			15750 2	18637 2	18930 2	20855 5	17984 2		18113 4
BACHELOR - TECHNICAL									24578 9

CURRICULUM	NATIONAL SECUR	URBAN / REGION	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/
BACHELOR - NON TECHNICAL			18700 1	15500 1		16714 4			
BACHELOR - TECHNICAL	19654 1	15000 1				22000 1	24300 1	28754 75 36000/22560	23999 3

CURRICULUM	MANUFACTURING/	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL	25800 1					23000 1			
BACHELOR - TECHNICAL	29494 42 36000/26196	28251 9	26667 3	28471 7	30558 16	30297 40 35230/25000	27178 18	31535 58 49200/25200	32010 2

CURRICULUM	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA
BACHELOR - NON TECHNICAL	27118 21 30480/24500	23718 7	25375 4	40027 1			32691 3	21591 7	21792 54 31000/18000
BACHELOR - TECHNICAL	25747 15		24598 5		19000 1	23400 1	26311 9		

CURRICULUM	MATH/STATISTIC	NURSES / PERSO	OTHER HEALTH R	PARALEGAL	PERFORMING ART	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL			21120 2					19238 13
BACHELOR - TECHNICAL		20747 3	23225 1					17700 1